

11 JUL 1950

Mr. John B. Hartnett  
Vice President in Charge of Sales  
Haloid Corporation  
Haloid Street  
Rochester, New York

Dear Mr. Hartnett:

This Agency has recently discussed the possible use of your Company's Xerox Copier in solving certain major problems which are now facing us. A demonstration willingly put on for members of my staff by your Washington Office indicated that many of our problems could be solved through the use of this machine.

I have been informed that, due to an excessive demand placed with your Company for this type of equipment, there is considerable doubt as to the delivery to this Agency of any of your Xerox Copier Machines in the near future. However, due to exigencies of the present situation, this Agency would like to request special consideration of our order which is in process for two of your Xerox Copiers. It is understood that these machines are rented; plates and printing powder will be ordered by my staff as appropriate.

Essential portions of the operations of this Agency, now more than ever, will have to rely upon accurate and speedy reproduction of material available in single copy only. Speed of reproduction and dissemination of intelligence is the heart of our operation, and only by using appropriate equipment for certain phases of our work can we meet the great responsibilities placed upon us by Congress and the National Security Council in the interests of national security.

We have carefully considered our requirements and have used every precaution to avoid overstating our needs. In view of our mission, I would greatly appreciate your personal assistance in ensuring the delivery of the equipment mentioned above on the earliest possible date.

OCD:KKA/fjc  
5 July 1950

cc: Signer's copy ✓  
EAD/OCD  
Executive  
Chief, Administrative Staff

Sincerely,

Signed *dup to ER 7/11/50*

R. H. HILLENKOETTER  
REAR ADMIRAL, USN  
DIRECTOR OF CENTRAL INTELLIGENCE

C/R